

Figure 1

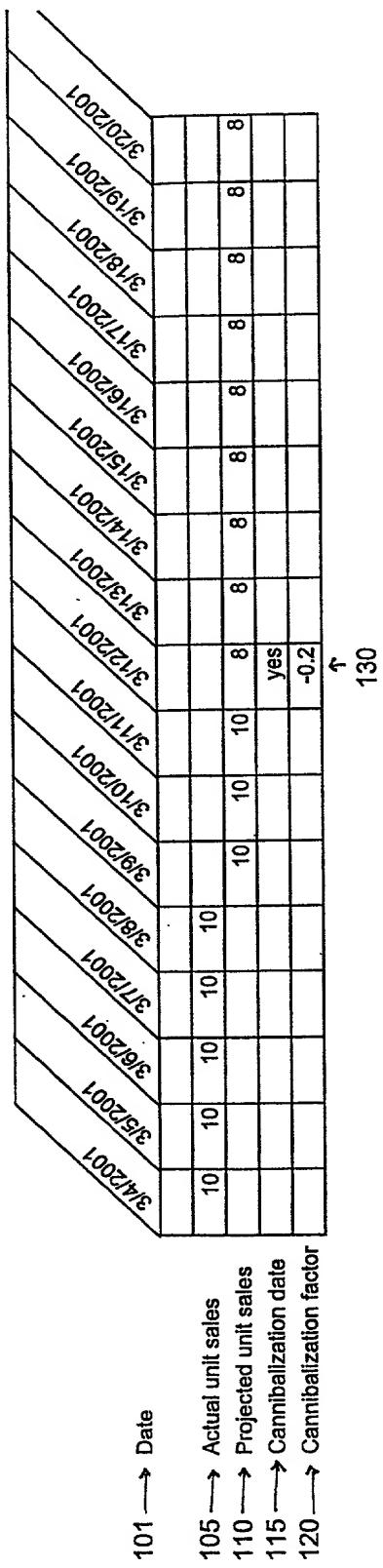


Figure 3

301 → Date

305 → Actual unit sales
310 → Projected unit sales
315 → Cannibalization date
320 → Cannibalization factor

330

340

340

Figure 4

401 → Date

405 → Actual unit sales
406 → Past unit sales
406 → cannibalization
adjustment
410 → Projected unit sales
415 → Cannibalization date
420 → Cannibalization factor

430

450

450

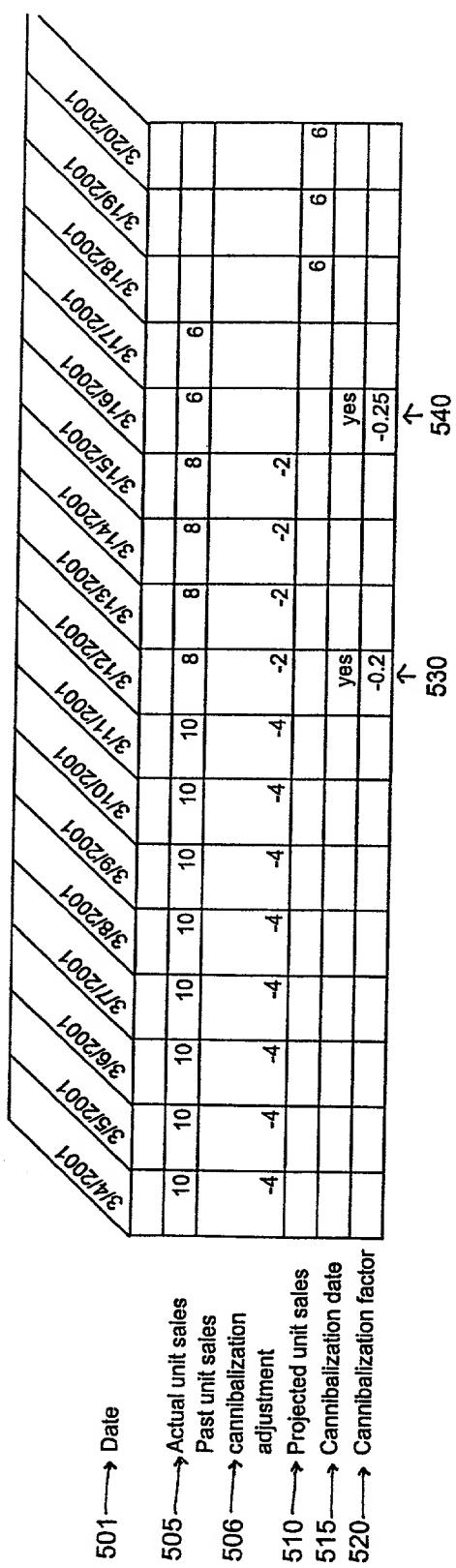


Figure 5

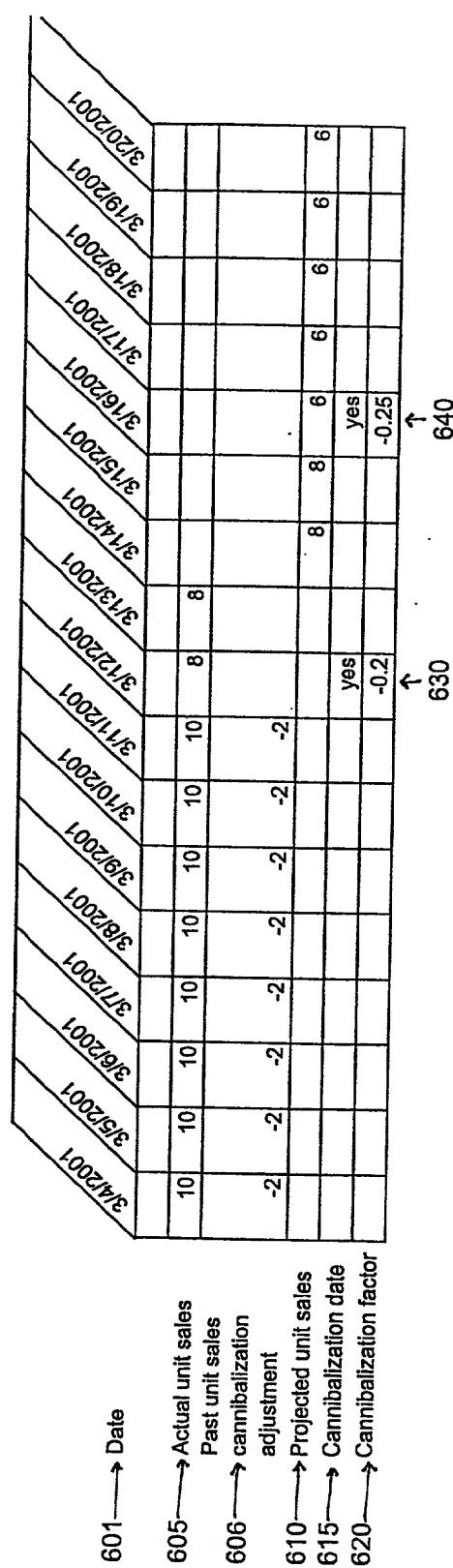


Figure 6